

## Asyma Rescues Kost Fire-Safety From a Failing System

### KOST Fire - Safety

www.kostfiresafety.com

*“As a controller, I’m very happy with the system and everything Asyma did to make it work for us. We can now collect all the information we need to manage our business better.”*

Marilyn Elias, Controller  
Kost Fire Safety



**K**ost Fire-Safety provides safety product sales and technical service offsite and onsite for oilfield, industrial and agricultural clients. Founded in 1956 by Bob Kost in Medicine Hat, Alberta, the company started out as a single man operation selling fire extinguishers locally door to door.

After years of dedication to customer service, the business expanded to other southern Alberta locations. Kost also expanded into new fields including safety wear and supplies, portable gas detection, breathing apparatus equipment, and equipment calibration service and repair. To this day the company is still owned and operated by the Kost Family and now boasts 40 employees, six locations, and continues to expand into new products and fields.

#### Where There’s Smoke, There’s Fire

While Kost was expanding, their QuickBooks accounting system and MicroBiz

point-of-sale system was not able to keep up. The system could not accommodate managing inventory in multiple locations at their various stores and warehouse. As a result, Kost did not have an easy way to know what they had on hand and often ended up with either not enough or excessive inventory in stock.

The company began the search for a better solution and a partner to help them make the transition. After a presentation by Asyma Systems, Kost felt they had found the right match in an ERP and POS system and the right company to get them through the transition and beyond. Shortly after, Kost also brought on a new Controller who had previous experience with Sage Accpac.

#### Asyma and Accpac Extinguish the Problem



With everyone in place, a phased implementation of Sage Accpac was started. As part of the total solution, Asyma also provided Kost with Microsoft’s Retail Management System (RMS) for the point-of-sale side of the business.

#### The Challenge

While Kost was expanding, their QuickBooks accounting system and MicroBiz point-of-sale system was not able to keep up. The system could not accommodate managing inventory in multiple locations at their various stores and warehouse.

#### The Solution

Asyma Systems was brought on to implement Sage Accpac along with Microsoft’s Retail Management System (RMS) for the point-of-sale side of the business.

#### The Result

The new system allows users to see what inventory is on hand at each location providing Kost the ability to centralize purchasing, transfer stock from store to store, and if needed, they can easily add a new store.

## Company Information

# KOST

## Fire - Safety

[www.kostfiresafety.com](http://www.kostfiresafety.com)

### Profile

Type of Business  
Distribution and Retail

Headquarters  
Medicine Hat, Alberta

Other Locations  
Brooks  
Calgary  
Lethbridge  
Pincher Creek  
Taber

Other Information  
20 System Users

### System Profile

Sage Accpac ERP  
Microsoft RMS  
PrintBoss



According to Dick Boorsma, Senior Consultant and Partner at Asyma, "Although this was a complex implementation with multiple locations and an entirely new software and hardware installation, failure was never an option. A big part of the success was that the whole Kost team was involved and they treated Asyma as part of that team. It was the dedication from both parties throughout the entire process that made this difficult transition a success."

In addition to the accounting and retail software, Asyma installed Print Boss to accommodate printing monthly statements for Accounts Receivable.

### Kost Fire-Safety Saved

Marilyn Elias, Controller for Kost, stated, "The new system is doing exactly what we needed. All thirty users can now easily see how much inventory we have at each location. This has given us the ability to centralize purchasing, transfer stock from store to store, and it's even enhanced our sales tracking. If needed, we can also add a new store with virtually a click of a button."

In addition to enhanced inventory tracking and accuracy, customer records are now global. All customer information is available to anyone on the system at any store. The benefit to customer service is immeasurable and has simplified processes for the Kost store teams.

"As a controller, I'm very happy with the system and everything Asyma did to make it work for us," stated Marilyn. "With new computers and software, centralized data, training, and our profit centers all under the corporate umbrella, we can now collect all the information we need to manage our business better."

According to the Kost sales and purchasing departments, the system exceeds their expectations and the Kost warehouse looks forward to implementing a bar-coding system with Asyma's help in the near future.



Asyma Systems Ltd. are management and technology consultants who are committed to helping your business and organization succeed. We help companies by providing innovative, sound and proactive professional advice, products and services to enhance the financial well-being of your organization. We provide this using available technology, management procedures, and processes to your benefit at all times. We believe in win/win relationships on all projects. If the benefit to you cannot be shown to outweigh the cost, we will not proceed.

© Copyright Asyma Systems, Inc. All rights reserved. The capabilities, system requirements, and/or compatibility with third-party products described herein are subject to change without notice. The Sage product names mentioned herein are registered trademarks of Sage and/or its affiliated entities. All other product names and/or trademarks are the property of their respective owners.